

## Message Text

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PAGE 01 BONN 14389 01 OF 02 040930Z

12

ACTION EB-07

INFO OCT-01 AF-06 ARA-10 EUR-12 EA-09 NEA-10 ISO-00 OC-05

CCO-00 /060 W

----- 089566

R 040918Z SEP 75

FM AMEMBASSY BONN

TO SECSTATE WASHDC 2575

INFO USDOC WASHDC

AMEMBASSY ABIDJAN

AMEMBASSY ANKARA

AMEMBASSY CANBERRA

AMCONSUL ISTANBUL

AMEMBASSY LONDON

AMEMBASSY SEOUL

AMEMBASSY STOCKHOLM

AMEMBASSY TAIPEI

AMEMBASSY TEHRAN

AMEMBASSY TOKYO

AMEMBASSY PARIS

AMCONSUL RIO DE JANEIRO

USMISSION USBERLIN

AMCONSUL BREMEN

AMCONSUL DUSSELDORF

AMCONSUL FRANKFURT

AMCONSUL HAMBURG

AMCONSUL MUNICH

AMCONSUL STUTTGART

UNCLAS SECTION 01 OF 02 BONN 14389

E.O. 11652: N/A

TAGS: BGEN, BFOL, GW

SUBJECT: DIRECT COMMUNICATIONS BETWEEN FOREIGN SERVICE  
POSTS AND COMMERCE DEPARTMENT DISTRICT OFFICES

REF: A) STATE 202051, B) STATE A-5086, 6/24/74

1. EMBASSY HAS SURVEYED THE SIX CONSULATES GENERAL AND  
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PAGE 02 BONN 14389 01 OF 02 040930Z

US MISSION BERLIN RE PROPOSALS REFTEL. THIS MESSAGE

PRESENTS THE CONSENSUS OF THEIR REPLIES AMPLIFIED BY  
EMBASSY VIEWS.

2. WE BELIEVE THAT DIRECT COMMUNICATIONS WITH THE  
COMMERCE DISTRICT OFFICES WOULD IN CERTAIN CIRCUMSTANCES  
ENABLE US TO SERVE THE US BUSINESSMAN BETTER AND THUS  
FURTHER PROGRAM OBJECTIVES. IF DISCRETION IS OBSERVED,  
WE ANTICIPATE NO SIGNIFICANT NEGATIVE IMPACT ON CCP  
WORK LOAD ALLOCATIONS; IN FACT, DIRECT COMMUNICATIONS  
WOULD REDUCE WORK LOAD IN SOME INSTANCES.

3. SINCE THE BORDERLINE BETWEEN DISCRETION AND  
INDISCRETION IS A MATTER OF PERSONAL JUDGMENT, WE  
SUGGEST THAT THE TERM "URGENT" BE CAREFULLY DEFINED  
PRIOR TO ESTABLISHING THE PROPOSED SYSTEM. GERMAN  
POSTS CITED THE FOLLOWING EXAMPLES OF SERVICES THAT  
WOULD BE FACILITATED: A) RESOLVING OR CLARIFYING  
SHIPPING DELAYS, B) SETTING UP CONTACTS FOR GERMAN  
BUYERS TRAVELING TO UNITED STATES ON SHORT NOTICE,  
C) OBTAINING INFORMATION ON US TRADE FAIRS, D) URGENT  
TRADE OPPORTUNITIES INVOLVING A SINGLE IDENTIFIABLE  
US SUPPLIER. IN OTHER WORDS, WE ENVISION AN IMPROVED  
"CONTACT" MEDIUM AND ASSUME THE DISTRICT OFFICES  
WOULD OBSERVE SIMILAR LIMITATIONS.

4. THE VIEWS EXPRESSED ABOVE PRESUPPOSE THE AUTHOR-  
IZATION OF DIRECT ELECTRONIC COMMUNICATION LINKS

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PAGE 01 BONN 14389 02 OF 02 040931Z

12

ACTION EB-07

INFO OCT-01 AF-06 ARA-10 EUR-12 EA-09 NEA-10 ISO-00 OC-05

CCO-00 /060 W

----- 089580

R 040918Z SEP 75

FM AMEMBASSY BONN

TO SECSTATE WASHDC 2576

INFO USDOC WASHDC

AMEMBASSY ABIDJAN

AMEMBASSY ANKARA  
AMEMBASSY CANBERRA  
AMCONSUL ISTANBUL  
AMEMBASSY LONDON  
AMEMBASSY SEOUL  
AMEMBASSY STOCKHOLM  
AMEMBASSY TAIPEI  
AMEMBASSY TEHRAN  
AMEMBASSY TOKYO  
AMEMBASSY PARIS  
AMCONSUL RIO DE JANEIRO  
USMISSION USBERLIN  
AMCONSUL BREMEN  
AMCONSUL DUSSELDORF  
AMCONSUL FRANKFURT  
AMCONSUL HAMBURG  
AMCONSUL MUNICH  
AMCONSUL STUTTGART

UNCLAS SECTION 02 OF 02 BONN 14389

BETWEEN FS POSTS AND DISTRICT OFFICES. MAIL SERVICE  
BETWEEN GERMAN POSTS AND THE UNITED STATES IS BETTER  
THAN AVERAGE FOR THE FS BUT IS STILL NOT FAST AND  
RELIABLE ENOUGH TO SATISFY TRULY "URGENT SITUATIONS".

5. WE MUST FURTHER QUALIFY OUR RESPONSE AS WE ARE NOT  
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PAGE 02 BONN 14389 02 OF 02 040931Z

FULLY INFORMED ON MODES OF COMMUNICATION PRESENTLY  
UTILIZED BETWEEN USDOC WASH AND THE DISTRICT OFFICES.  
E.G., ARE WTDR AND ADS CABLES FROM FS POSTS TRANSMITTED  
DIRECTLY AND ELECTRONICALLY TO DISTRICT OFFICES OR ARE  
THERE SIGNIFICANT DELAYS IN WASHINGTON PROCESSING?  
HOW CURRENT ARE DISTRICT OFFICE RECORDS OF FTI, MARKET  
RESEARCH, TARGET INDUSTRY EXPORT STATISTICS? THE  
PROPOSED SYSTEM SHOULD NOT BE USED BY DISTRICT OFFICES  
TO REQUEST INFORMATION FROM FS POSTS WHICH HAS ALREADY  
BEEN TRANSMITTED TO USDOC IN ONE FORM OR ANOTHER. ARE  
DISTRICT OFFICES AWARE OF CCP PRIORITIES? WE FEEL  
THAT AN EXCHANGE OF VIEWS ON THESE QUESTIONS WOULD BE  
A USEFUL CONTRIBUTION TO DEBATE ON SUBJECT PROPOSAL  
AND THEREFORE WOULD WELCOME THE PARTICIPATION OF A  
KNOWLEDGEABLE DISTRICT OFFICE REPRESENTATIVE IN OUR  
NEXT COMMERCIAL OFFICERS CONFERENCE SCHEDULED FOR  
BERLIN OCTOBER 21 AND 22.

6. RE DIRECT COMMUNICATIONS WITH US FIRMS, WE ALREADY

ANSWER DIRECTLY ALL SERIOUS INQUIRIES FROM US FIRMS,  
WITH COPIES TO USDOC. TO AVOID DUPLICATING EFFORTS,  
CONSULATES GENERAL NORMALLY REFER SUCH INQUIRIES TO  
EMBASSY FOR REPLY. LETTER INQUIRIES ARE ANSWERED BY  
LETTER AND TELEX INQUIRIES ACCORDING TO PROCEDURE  
DESCRIBED REF. B. IN MOST CASES, WE ALSO REFER  
INQUIRER TO NEAREST DISTRICT OFFICE. WE WOULD CONSIDER  
ANY LESS DIRECT SYSTEM AS AN AFFRONT TO THE US  
BUSINESSMAN AND A DISSERVICE TO THE PROGRAM.

7. ACTION REQUESTED: PLEASE ADVISE ASAP WHETHER  
USDOC WISHES TO NOMINATE A DISTRICT OFFICE  
REPRESENTATIVE AND FUND HIS TRAVEL TO BERLIN.  
HILLENBRAND

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Margaret P. Grafeld  
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EO Systematic Review  
06 JUL 2006

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**To:** STATE  
**Type:** TE  
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